

4Q`22 Earnings Release

27th January, 2023

LG Electronics

All information regarding management performance and financial results of LG Electronics (the “Company”) during the 4th quarter of 2022 as contained herein has been prepared on a consolidated basis in accordance with International Financial Reporting Standards (“IFRS”).

The information regarding results of 4th quarter of 2022 has been prepared in advance, prior to being audited by external auditors, solely for the convenience of investors of the Company, and is subject to change in the process of final audit by external auditors.

The information contained herein includes forward-looking statements in respect to future plans, prospects, and performances of the Company as well as the Company’s projected sales plan for year of 2023.

These forward-looking statements also refer to the Company’s performance on consolidated base, as indicated.

The aforementioned forward-looking statements are influenced by changes in the management environment and relative events, and by their nature, these statements refer to uncertain circumstances. Consequently, due to these uncertainties, the Company’s actual future results may differ materially from those expressed or implied by such statements.

Please note that as the forward-looking statements contained herein are based on the current market situation and the Company’s management direction, they are subject to change according to the changes in future market environment and business strategy.

The information contained herein should not be utilized for any legal purposes in regards to investors’ investment results. The Company hereby expressly disclaims any and all liability for any loss or damage resulting from the investors’ reliance on the information contained herein.

Table of Contents

- I Consolidated Earnings and Outlook**
- II Performance and Outlook by Division**
- III ESG Activities and Achievements**

I

Consolidated Earnings and Outlook

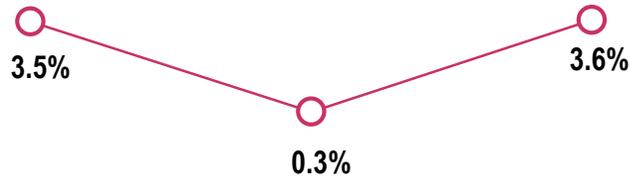
Consolidated Earnings and Outlook

Sales / Profits

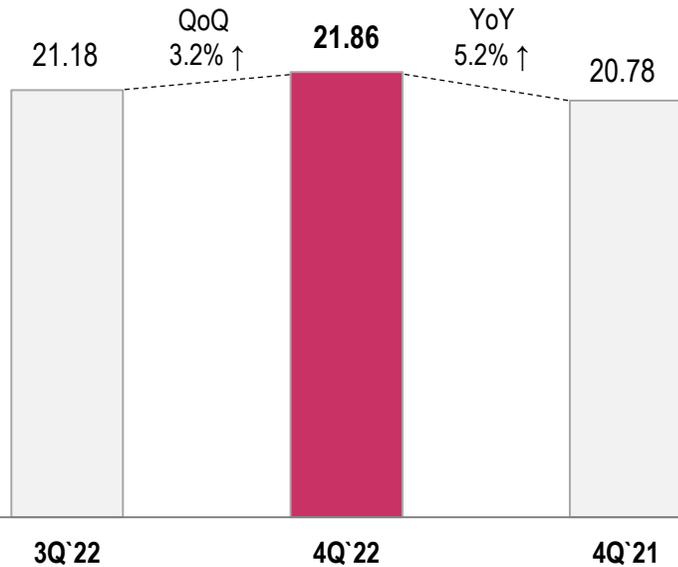
Sales / Profits

(Unit : KRW trillion)

OPM (%)



Sales



Performance by Division¹⁾

(Unit : KRW billion)

		3Q'22	QoQ	4Q'22	YoY	4Q'21
Consolidated ²⁾	Sales	21,176.8	+3.2%	21,857.5	+5.2%	20,775.1
	OP	746.6	-677.3	69.3	-676.0	745.3
	(%)	3.5%	-3.2%p	0.3%	-3.3%p	3.6%
H&A Home Appliance & Air Solution	Sales	7,473.0	-14.6%	6,384.5	-2.2%	6,525.1
	OP	228.3	-204.7	23.6	-129.8	153.4
	(%)	3.1%	-2.7%p	0.4%	-2.0%p	2.4%
HE Home Entertainment	Sales	3,712.1	+21.0%	4,491.7	-9.9%	4,986.0
	OP	-55.4	-52.1	-107.5	-267.3	159.8
	(%)	-1.5%	-0.9%p	-2.4%	-5.6%p	3.2%
VS Vehicle component Solutions	Sales	2,345.4	+2.2%	2,396.0	+44.6%	1,657.4
	OP	96.1	-65.9	30.2	+79.6	-49.4
	(%)	4.1%	-2.8%p	1.3%	+4.3%p	-3.0%
BS Business Solutions	Sales	1,429.2	-12.6%	1,249.2	-12.6%	1,428.9
	OP	-14.4	-63.4	-77.8	-118.1	40.3
	(%)	-1.0%	-5.2%p	-6.2%	-9.0%p	2.8%

1) Due to the close of Solar Panel business, the company has restated the comparative information of income statements of previous periods from 2Q'22

2) LG Innotek is included

Consolidated Earnings and Outlook

Income Trend / Cash Flow

Income Trend

(Unit : KRW billion)

	3Q`22	QoQ	4Q`22	YoY	4Q`21
Operating Profit¹⁾	746.6	-677.3	69.3	-676.0	745.3
Net financial income/expense	76.5	-276.0	-199.5	-166.7	-32.8
Gain/Loss on equity method	-302.2	-424.2	-726.4	-791.1	64.7
Other non-operating income/expense	-84.9	+375.2	290.3	+875.5	-585.2
Income Before Tax	436.0	-1,002.3	-566.3	-758.3	192.0
Corporate income tax	135.6	-493.7	-358.1	-536.0	177.9
Income (Loss) from continuing operations	300.4	-508.6	-208.2	-222.3	14.1
Income (Loss) from discontinued operations	36.1	-40.3	-4.2	-11.4	7.2
Net Income	336.5	-548.9	-212.4	-233.7	21.3
EBITDA	1,492.3		861.2		1,505.5

Cash Flow

(Unit : KRW billion)

	3Q`22	4Q`22
<input type="checkbox"/> Cash at the beginning of period	6,482.9	7,567.7
• Cash flow from operating activities	998.9	472.2
Net income/loss	336.5	-212.4
Depreciation	745.7	791.9
Gain/Loss on equity method investment	302.2	726.4
• Cash flow from investing activities	-835.6	-1,022.0
Increase/Decrease in tangible assets	-753.6	-682.8
Increase/Decrease in intangible assets	-73.1	-188.4
• Cash flow from financing activities	647.1	-123.5
Repayment of lease obligation	-85.5	-80.3
Increase/Decrease in debt	740.9	-51.9
• Effects of exchange rate changes on cash and cash equivalents	274.4	-572.0
<input type="checkbox"/> Net changes in cash	1,084.8	-1,245.3
<input type="checkbox"/> Cash at the end of period	7,567.7	6,322.4
Net C/F	437.7	-1,121.8

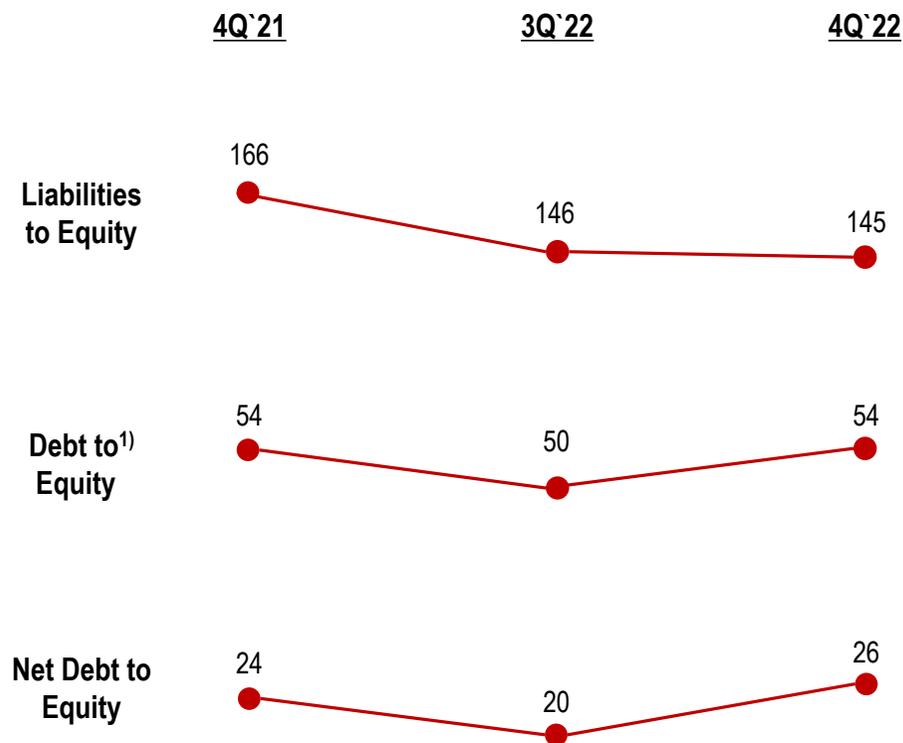
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Consolidated Earnings and Outlook

Leverage Ratio / Financial Position

Leverage Ratio

(Unit: %)



1) Lease Liability is included

2) Net Debt = Debt + Lease Liability – Cash and Cash equivalents

Financial Position

(Unit : KRW trillion)

	4Q'21	3Q'22	4Q'22
Assets	53.48	61.30	55.16
Current Assets	27.49	33.42	27.49
Cash and Cash equivalents	6.05	7.57	6.32
Inventory	9.75	11.21	9.39
Non-Current Assets	25.99	27.88	27.67
Liabilities	33.38	36.40	32.66
Current Liabilities	23.62	25.98	22.33
Non-Current Liabilities	9.76	10.42	10.33
Equity	20.10	24.90	22.50
Debt	9.93	11.44	11.05
Net Debt²⁾	4.83	4.98	5.82

Business Environment

- Impacted by the interest rate hike in many countries to suppress inflation and prolonged geopolitical risk in Europe, concerns of a global economic downturn and weak demand stemming from declining consumer sentiment is expected to persist for the time being

Key Strategies

- Respond to changes in market demand in an agile manner by launching innovative and differentiated new products, and strategic models to target the volume zone
- Secure additional top-line growth in business areas with growth potential such as contents and service platform business and B2B business

Sales & Profit Outlook

- Focus on profitability-centered risk management in the first half and actively respond to possible improvement in demand in the second half to maintain top-line growth momentum on an annual basis for 2023, and also continue to enhance profitability
- Expect sales of the first quarter to decrease YoY impacted by weak demand in appliances and TVs and maintain stable profitability thanks to cost structure improvement

III

Performance and Outlook by Division

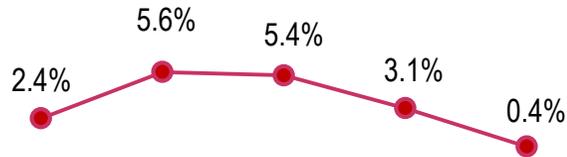
Performance and Outlook by Division

H&A (Home Appliance & Air Solution)

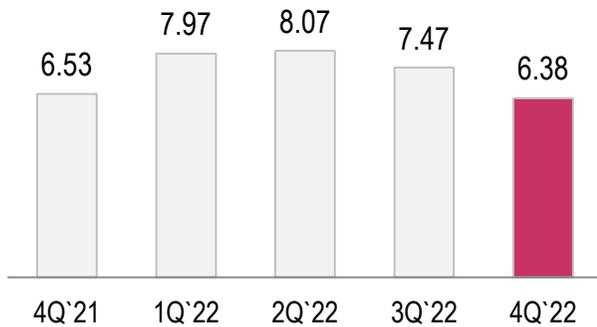
Performance

(Unit : %, KRW trillion)

OPM



Sales



Key Products



LG Instaview DID
Craft Ice



WashTower



LG Whisen
Tower Luxury

4Q'22 Performance

- **Sales** : Recorded 6.4 trillion won, a slight decrease YoY, as revenue declined in South Korea and overseas markets due to weakening demand for appliances caused by deteriorating macro economic conditions
- **Profit** : Decreased YoY due to rising fixed cost burdens and marketing costs entailed by intense competition

Y2023 Outlook

- **Market** : Concern of a global economic downturn is expected to continue to shrink demand for appliances, and competition in the market is expected to intensify
- **LGE** : Gain top-line growth momentum by responding to shifts in market and consumption trends such as demand polarization
Secure profitability by improving manufacturing cost structure and reducing expenses including logistics costs

Performance and Outlook by Division

HE (Home Entertainment)

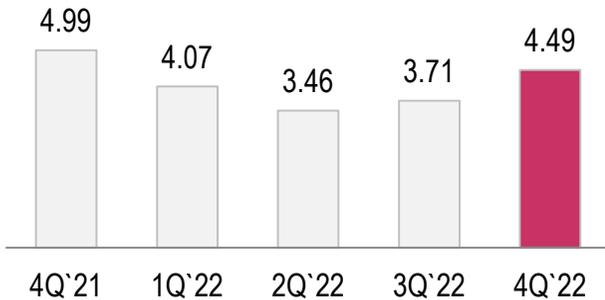
Performance

(Unit : %, KRW trillion)

OPM



Sales



Key Products



LG OLED TV



LG Sound Bar & TONE Free

4Q'22 Performance

- **Sales** : Declined YoY due to the geopolitical risk stemming from the prolonged Russia-Ukraine conflict and weakened consumer sentiment caused by concerns of a global economic downturn
- **Profit** : Decreased YoY due to increased marketing spending to sell out inventory during the peak season

Y2023 Outlook

- **Market** : Amid uncertainties over improvement in global TV demand, competition in the premium product segment is projected to get fiercer
- **LGE** : Lead the expansion of the OLED TV market based on differentiated product competitiveness, strengthen competitiveness in LCD TVs by further applying Quantum NanoCell technology, and secure additional growth momentum by driving smart TV platform business

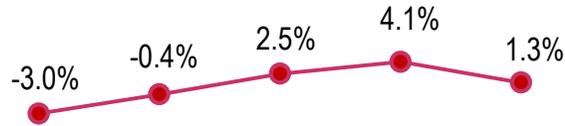
Performance and Outlook by Division

VS (Vehicle component Solutions)

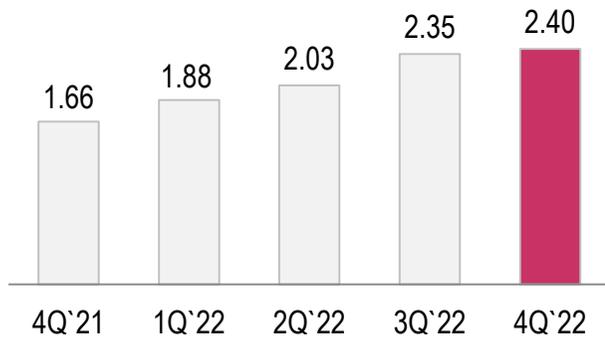
Performance

(Unit : %, KRW trillion)

OPM



Sales



Key Products



- AV/AVN
- Telematics
- CID

Infotainment



- Traction Motor
- Inverter

xEV Components



- AVS Camera
- Cluster
- Automotive Lighting

Safety & Convenience Devices

4Q'22 Performance

- **Sales** : Grew significantly YoY thanks to increased OEM orders on the back of high order backlog
- **Profit** : Despite increased costs from running new production subsidiaries, earned profit thanks to sales increase

Y2023 Outlook

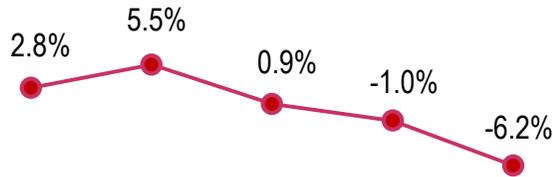
- **Market** : Amid easing of the auto semiconductor shortage, uncertainties regarding global demand for vehicle components continue to exist in the market due to macro risks such as the geopolitical situation in Europe
- **LGE** : Maintain high top-line growth and sound profitability by securing more business for high value-added, high-performance products based on differentiated product competitiveness and strengthening our presence in the vehicle component market with stable supply chain capabilities and timely action toward additional top-line opportunities

Performance and Outlook by Division

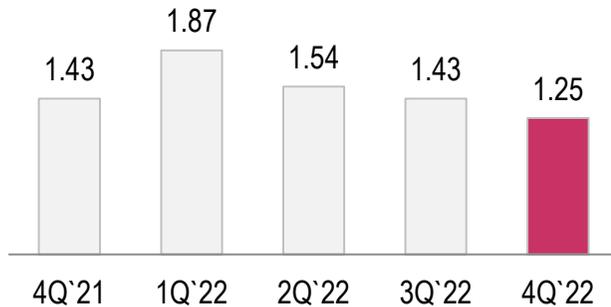
Performance¹⁾

(Unit : %, KRW trillion)

OPM



Sales



Key Products



Gaming Monitor & 21:9 Monitor



Gram PC



Information Display

4Q'22 Performance

- **Sales** : Despite the continued growth in Information Display, declined YoY due to the reduced demand in the global IT market
- **Profit** : Expanded operating loss QoQ due to drop in revenue and increase of promotion costs to reduce channel inventory

Y2023 Outlook

- **Market** : IT demand is expected to decline with concerns of a global economic slowdown, Information Display market is projected to maintain a growing trend though the pace of growth may be somewhat slower
- **LGE** : Continue to seek revenue growth by strengthening product portfolio with new products and securing new B2B projects by offering customized solutions for target verticals

1) Due to the close of Solar Panel business, the company has restated the comparative information of income statements of previous periods from 2Q'22

III

ESG Activities and Achievements

ESG
Vision

Better Life For ALL

E Toward a more Positive Externality

S Embracing an Inclusive Society

G Trustworthy management

6 strategic
initiatives

- 1** Pursuing **carbon neutrality** and use of renewable energy
- 2** Building a **circular economy** with recycling of waste
- 3** Developing **products/services considering the environment**
- 4** Strengthening supply chain **ESG risk management**
- 5** Organizations that grows with a foundation of **diversity**
- 6** Developing **products/services that are convenient for all**

Action Plan for Initiatives

To achieve ESG vision by 2030, we will achieve;

- Carbon Neutrality by 2030 and 100% transition to Renewable energy by 2050
- 95% Waste Recycling rate at production sites and cumulative amount of e-waste 8 million tons ('06 ~ '30)
- Carbon emissions reduction by 20% during use of 7 major product categories (compared to 2020) and Use of recycled plastics 600,000 tons ('21~'30)
- Production sites with "0" critical non-conformance 100% and High Risk suppliers 0.5% or lower
- Ratio of female employees (Korea) 20% and Ratio of employees with disabilities (Korea) 3.5%
- Accessibility features, universal design and manuals for people with disabilities
- DJSI (Dow Jones Sustainability Index) World for 11 consecutive years, DJSI Asia Pacific for 13 consecutive years, DJSI Korea for 14 consecutive years
- MSCI (Morgan Stanley Capital International) 'A' grade for the last three years
- KCGS (Korea Institute of Corporation Governance and Sustainability) 'A' grade 2 years in a row (Environment A, Social A+, Governance A)

ESG Evaluation Rating (as of 2022)



LG

Life's Good

MEMBER OF

**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM 

<http://www.lg.com/global>

(Unit : KRW billion, %)

Income Statement

	2021										2022									
	1Q		2Q		3Q		4Q		Total		1Q		2Q		3Q		4Q		Total	
Sales	17,633.1	100.0%	16,932.3	100.0%	18,567.5	100.0%	20,775.1	100.0%	73,908.0	100.0%	20,969.0	100.0%	19,464.0	100.0%	21,176.8	100.0%	21,857.5	100.0%	83,467.3	100.0%
Cost of goods sold	12,830.8	72.8%	12,403.4	73.3%	13,769.0	74.2%	16,007.6	77.1%	55,010.8	74.4%	15,018.5	71.6%	14,457.7	74.3%	16,131.4	76.2%	17,623.5	80.6%	63,231.1	75.8%
Gross profit	4,802.3	27.2%	4,528.9	26.7%	4,798.5	25.8%	4,767.5	22.9%	18,897.2	25.6%	5,950.5	28.4%	5,006.3	25.7%	5,045.4	23.8%	4,234.0	19.4%	20,236.2	24.2%
Selling & admin expense	2,986.5	16.9%	3,628.8	21.4%	4,201.7	22.6%	4,022.2	19.4%	14,839.2	20.1%	4,007.6	19.1%	4,214.1	21.7%	4,298.8	20.3%	4,164.7	19.1%	16,685.2	20.0%
Operating profit (Loss)	1,815.8	10.3%	900.1	5.3%	596.8	3.2%	745.3	3.6%	4,058.0	5.5%	1,942.9	9.3%	792.2	4.1%	746.6	3.5%	69.3	0.3%	3,551.0	4.3%
Financial income (Expense)	13.2	0.1%	-36.1	-0.2%	-16.0	-0.1%	-32.8	-0.2%	-71.7	-0.1%	1.6	0.0%	-72.3	-0.4%	76.5	0.4%	-199.5	-0.9%	-193.7	-0.2%
Gains (loss) on equity method investment	83.6	0.5%	142.3	0.8%	158.3	0.9%	64.7	0.3%	448.9	0.6%	9.5	0.0%	-148.9	-0.8%	-302.2	-1.4%	-726.4	-3.3%	-1,168.0	-1.4%
Other non operating profit (Loss)	-62.5	-0.4%	93.6	0.6%	-42.2	-0.2%	-585.2	-2.8%	-596.3	-0.8%	112.0	0.5%	33.1	0.2%	-84.9	-0.4%	290.3	1.3%	350.5	0.4%
Net income before tax	1,850.1	10.5%	1,099.9	6.5%	696.9	3.8%	192.0	0.9%	3,838.9	5.2%	2,066.0	9.9%	604.1	3.1%	436.0	2.1%	-566.3	-2.6%	2,539.8	3.0%
Corporate Income Tax	421.4	2.4%	284.9	1.7%	173.6	0.9%	177.9	0.9%	1,057.8	1.4%	559.8	2.7%	195.0	1.0%	135.6	0.6%	-358.1	-1.6%	532.3	0.6%
Income (Loss) from continuing operations	1,428.7	8.1%	815.0	4.8%	523.3	2.8%	14.1	0.1%	2,781.1	3.8%	1,506.2	7.2%	409.1	2.1%	300.4	1.4%	-208.2	-1.0%	2,007.5	2.4%
Income (Loss) from discontinued operations	-259.6	-1.5%	-1,106.9	-6.5%	-6.8	0.0%	7.2	0.0%	-1,366.1	-1.8%	-105.2	-0.5%	-71.1	-0.4%	36.1	0.2%	-4.2	0.0%	-144.4	-0.2%
Net Income (Loss)	1,169.1	6.6%	-291.9	-1.7%	516.5	2.8%	21.3	0.1%	1,415.0	1.9%	1,401.0	6.7%	338.0	1.7%	336.5	1.6%	-212.4	-1.0%	1,863.1	2.2%
Controlled shares	998.2		-390.1		385.0		38.6		1,031.7		1,226.6		193.1		122.7		-346.0		1,196.4	
Non-controlled shares	170.9		98.2		131.5		-17.3		383.3		174.4		144.9		213.8		133.6		666.7	

* Since the information regarding results of 4Q'22 has been prepared in advance, it is subject to change in the process of final audit by external auditors

* Since 2Q'22 disclosure, previous income statement has been restated by separating all profit and loss items of the Solar Panel business from continuing operations and reclassifying them into a single account of 'Income (loss) from discontinued operations'

Statements of Financial Position

(Unit : KRW billion)

	2021				2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Assets	50,458.6	50,666.9	54,559.8	53,481.5	55,050.9	55,368.8	61,299.4	55,156.1
Current Assets	25,306.6	24,807.4	28,099.2	27,487.8	29,125.9	28,454.4	33,418.4	27,488.2
Cash and cash equivalents	6,303.3	6,186.3	6,619.8	6,051.5	5,619.4	6,482.9	7,567.7	6,322.4
Accounts receivable	8,249.0	7,730.0	8,672.7	8,166.5	9,441.2	8,563.5	10,897.3	8,216.5
Inventory	7,995.9	8,327.5	9,958.1	9,754.0	10,214.3	9,684.4	11,207.1	9,388.8
Others	2,758.4	2,563.6	2,848.6	3,515.8	3,851.0	3,723.6	3,746.3	3,560.5
Non-current Assets	25,152.0	25,859.5	26,460.6	25,993.7	25,925.0	26,914.4	27,881.0	27,667.9
Investment	4,627.7	4,813.4	5,107.1	5,149.2	5,130.7	5,112.1	4,968.0	3,963.6
PP&E	14,064.8	14,578.6	14,802.1	14,700.8	14,721.3	15,428.5	16,014.5	15,831.8
Intangible assets	3,068.6	2,740.1	2,756.9	2,443.2	2,423.0	2,452.9	2,335.4	2,454.8
Others	3,390.9	3,727.4	3,794.5	3,700.5	3,650.0	3,920.9	4,563.1	5,417.7
Liabilities	31,607.8	31,965.3	34,254.7	33,383.5	33,170.6	32,115.8	36,404.2	32,664.1
Accounts payable	9,812.9	8,448.2	10,194.6	8,741.9	9,106.1	7,938.4	11,021.5	8,212.4
Debt	9,763.4	10,100.4	10,463.9	9,931.6	10,104.1	10,421.3	11,438.2	11,045.2
Lease liability	884.9	871.6	875.0	955.4	988.8	1,063.1	1,110.7	1,096.2
Other	11,146.6	12,545.1	12,721.2	13,754.6	12,971.6	12,693.0	12,833.8	12,310.3
Equity	18,850.8	18,701.6	20,305.1	20,098.0	21,880.3	23,253.0	24,895.2	22,492.0

* Since the information regarding results of 4Q'22 has been prepared in advance, it is subject to change in the process of final audit by external auditors

(Unit : KRW billion, %)

		1Q`21	2Q`21	3Q`21	4Q`21	`21 Total	1Q`22	2Q`22	3Q`22	4Q`22	QoQ	YoY	`22 Total
H&A	Sales	6,709.0	6,815.1	7,061.3	6,525.1	27,110.5	7,970.4	8,067.6	7,473.0	6,384.5	-14.6%	-2.2%	29,895.5
	OP	903.6	650.7	501.6	153.4	2,209.3	445.5	432.2	228.3	23.6			1,129.6
	(%)	13.5%	9.5%	7.1%	2.4%	8.1%	5.6%	5.4%	3.1%	0.4%			3.8%
HE	Sales	4,008.8	4,042.7	4,181.6	4,986.0	17,219.1	4,065.1	3,457.8	3,712.1	4,491.7	21.0%	-9.9%	15,726.7
	OP	393.7	331.7	205.9	159.8	1,091.1	187.2	-18.9	-55.4	-107.5			5.4
	(%)	9.8%	8.2%	4.9%	3.2%	6.3%	4.6%	-0.5%	-1.5%	-2.4%			0.0%
VS	Sales	1,730.8	1,701.3	1,611.0	1,657.4	6,700.5	1,877.7	2,030.5	2,345.4	2,396.0	2.2%	44.6%	8,649.6
	OP	-5.2	-343.8	-538.0	-49.4	-936.4	-6.7	50.0	96.1	30.2			169.6
	(%)	-0.3%	-20.2%	-33.4%	-3.0%	-14.0%	-0.4%	2.5%	4.1%	1.3%			2.0%
BS	Sales	1,450.6	1,294.8	1,302.4	1,428.9	5,476.7	1,873.8	1,538.1	1,429.2	1,249.2	-12.6%	-12.6%	6,090.3
	OP	164.1	76.4	41.0	40.3	321.8	103.1	14.3	-14.4	-77.8			25.2
	(%)	11.3%	5.9%	3.1%	2.8%	5.9%	5.5%	0.9%	-1.0%	-6.2%			0.4%
Others	Sales	827.9	966.2	808.0	632.4	3,234.5	1,447.8	890.3	1,058.5	951.1	-10.1%	50.4%	4,347.7
	OP	14.3	47.5	57.7	12.8	132.3	868.9	37.5	57.0	27.3			990.7
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LGE Consolidated Excluding LG Innotek (①)	Sales	14,727.1	14,820.1	14,964.3	15,229.8	59,741.3	17,234.8	15,984.3	16,018.2	15,472.5	-3.4%	1.6%	64,709.8
	OP	1,470.5	762.5	268.2	316.9	2,818.1	1,598.0	515.1	311.6	-104.2			2,320.5
	(%)	10.0%	5.1%	1.8%	2.1%	4.7%	9.3%	3.2%	1.9%	-0.7%			3.6%
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LG Innotek (②)	Sales	3,071.8	2,355.7	3,798.4	5,724.1	14,950.0	3,952.4	3,703.0	5,388.5	6,548.3	21.5%	14.4%	19,592.2
	OP	345.3	151.0	335.2	427.9	1,259.4	366.8	289.9	444.9	169.0			1,270.6
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LGE-LG Innotek Inter-company Transaction (③)	Sales	165.8	243.5	195.2	178.8	783.3	218.2	223.3	229.9	163.3			834.7
	OP	0.0	13.4	6.6	-0.5	19.5	21.9	12.8	9.9	-4.5			40.1
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LGE Consolidated (①+②-③)	Sales	17,633.1	16,932.3	18,567.5	20,775.1	73,908.0	20,969.0	19,464.0	21,176.8	21,857.5	3.2%	5.2%	83,467.3
	OP	1,815.8	900.1	596.8	745.3	4,058.0	1,942.9	792.2	746.6	69.3			3,551.0
	(%)	10.3%	5.3%	3.2%	3.6%	5.5%	9.3%	4.1%	3.5%	0.3%			4.3%

* Since the information regarding results of 4Q`22 has been prepared in advance, it is subject to change in the process of final audit by external auditors

* Due to the close of Solar Panel business, the company has restated the comparative information of income statements of previous periods from 2Q`22

- Our shareholder returns are made through annual dividends, which are determined by comprehensively considering future strategic investments within the scope of dividend income, financial structure(cash flow etc.) and business environment with a priority on increasing shareholder value and increasing shareholder returns.
- In accordance with the mid-to long-term dividend policy announced on January 26th, 2022, we plan to return "more than 20% of net profit (excluding one-off non-recurring profit, based on profit attributable to owners of the parent) of consolidated financial statements" to shareholders over the next three years (FY2021 ~FY2023).
- Dividend amount for fiscal year 2022 will be determined at company's annual general meeting.
 ※ Dividend per share in 2022: Common stock 700 Korean Won, Preferred stock 750 Korean Won

		2015 (14th)	2016 (15th)	2017 (16th)	2018 (17th)	2019 (18th)	2020 (19th)	2021 (20th)	2022 (21th)
Face value per share (KRW)	Common	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Preferred	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Cash dividend per share (KRW)	Common	400	400	400	750	750	1,200	850	700
	Preferred	450	450	450	800	800	1,250	900	750
(Consolidated) Net Income (KRW billion)		124.4	76.9	1,725.8	1,240.1	31.3	1,968.3	1,031.7	1,196.4
Total Cash Dividends (KRW billion)		72.9	72.9	72.9	135.9	135.9	216.9	153.9	126.9
(Consolidated) Cash dividends payout ratio (%)		58.6	94.8	4.2	11.0	434.4	11.0	14.9	10.6
Cash dividend yield (%)	Common	0.8	0.8	0.4	1.2	1.0	1.1	0.6	0.8
	Preferred	1.6	1.9	1.0	3.1	2.8	2.5	1.4	1.7

* (Consolidated) net income is the profit attributable to owners of the parent